



Westlake Financial®

Guidelines to Lower APRs & Fees On 700+ Credit Score

Independent Dealers

Customer Qualification Requirements

Min FICO: 700

Max Mileage: 70,000

Min Paid Auto Loans: 1

Buy Rate Tiers

Credit Score & Mileage Range	700-724	725-749	750-779	780-799	800+
New Car	7.99%	6.99%	5.99%	4.99%	2.99%
Used <= 30k Miles	8.49%	7.49%	6.49%	5.99%	3.99%
Used <= 50k Miles	8.99%	8.49%	7.99%	6.99%	5.99%
Used <= 70k Miles	9.49%	8.99%	7.99%	6.99%	5.99%

Fees, Flats and Participation

Acquisition Fee*: \$100.00 (add +\$100 if no valid ACH)

Lender Fee: \$0

Dealer Participation: Up to 2%

*Discounts/fees may exceed guideline in some cases, per Westlake policies

Front-End Amount Financed Guidelines

Min Amount Financed: \$10,000

Max Amount Financed*: \$50,000

Max Financed to Income*: 6x monthly income

Max Financed to High Good*: 1.5x

Max LTV Front-End*: 130%

Max Front-End AmtFin Over Book*: \$4,000

Max All-In AmtFin Over Book: \$5,000

*Front-End amount financed must satisfy all of the above limits

Back-End Guidelines

Book Value	Max Warranty	Max GAP	Max Back End Total
<\$10,000	\$1,500	\$399	\$1,899
10,000 +	\$2,000	\$399	\$2,399

Warranty is available through SecureOne and GAP is available through KMIS*.

< Combination of Front and Back-end cannot exceed all-in Maximum >

*These amounts are subject state maximums

*Please note the following about KMIS GAP Coverage: the cost to the buyer to purchase GAP coverage; the extent of the coverage provided by GAP; the purchase of GAP coverage is voluntary; GAP coverage is not a credit insurance policy nor provides physical damage coverage for the vehicle; GAP coverage does not eliminate the Buyer's obligation to insure the vehicle under state law; the purchase of GAP coverage can be obtained from a source other than KMIS; and the purchase of KMIS GAP coverage is not a condition to obtain credit with Westlake.

Other Program Limits

Max Term: 72

Min Down % of Price: 0%

Max DTI*: 65% may be lower for irregular POI No BKS

Min Payment: \$250

Max PTI: 20%

Minimum AutoCheck score of 70

No Credit Counseling

*DTI includes monthly payments from Bureau, monthly rent and Westlake loan Payment

*Less than a 10% down payment, approval may reflect a 2% (200 BPS) add to the rate

Any Open Autos must be traded in or paid off. If deal has a Cosigner, credit of both applicants must qualify

Income Types not accepted: Job Letter, Personal Bank Statement, Student Income, Home Care

Program only available to A, B, C & N grade dealers. Refer to the program guidelines for additional requirements.

Only for distribution to internal Westlake personnel and active Westlake **Independent Dealers**.